

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #396640
Ms. C. LeTares
MANCHESTER TOBACCO

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Christine:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

DORAL B4G1F BRAND STYLES	UPC Code	#/ (6M) Cases
Light King	12300-25291	5
Light 100	12300-25292	5
FF 100	12300-25293	5
Lt Men 100	12300-25294	5
Ult Lt 100	12300-25295	5
Box 100	12300-25296	5
Lt Box 100	12300-25297	5

Billing per 6M Case:

24 Savings Cartons

Product Arrival:

May 18, 1998

Ship Date to Retail:

Week of: June 8, 1998

EFT \$ Amount:

\$8,074.78

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B8G2F'

51844 8606

B8G2F CTS
MANCHESTER TOBACCO

PROMOTION DESCRIPTION:

****** NO PACKING IS REQUIRED ******

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each promoted 6M case for all product packed and shipped to retail on a timely basis. This equates to \$126.00 (35 (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: B. Cook
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB8JUN.DOC

51844 8607

DIRECT ACCOUNT RETAIL CUSTOMER LIST											
PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE											
RETAIL DISTRIBUTION DATE: 6/8/98											
** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.											
7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT.MEN 100/ULT/LT 100/BOX 100/LT BOX 100										7 STYLES	
SIRSI REF	REF	REF	ACCOUNT NAME	ADDRESS	CITY	STATE	COUNTRY	ZIP	VAR NAME	VAR	PER STYLE
112206	112220	408128	CENTER ST TEXACO	ROUTE 101	RAYMOND	NH	CS	396640	MANCHESTER TOB	524488	40
112208	112225	225118	WAGON WHEEL CONV	ROUTE 11	FARMINGTON	NH	CS	396640	MANCHESTER TOB	918441	80
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	CS	396640	MANCHESTER TOBACC	429155	30
396640 Total										5	CASE(S) PER STYLE